A

ACCOUNTING—
Bookkeeping Without Books. By George F. Myers 478
Continuous Inventory of Fixed Capital. By A. J. Smith 241
The Service Charge—An Itemized Bill .. 265
Uniform Classification of Accounts for Gas Corporations. By H. W. Hartman 192

ADVERTISING—
Advertising as an Aid to Selling Gas. By John Paul Lucas 490
Cooperation in Advertising Planned 515
A Few Phrases for the Ad. Man 412
Pushing Business with a Laugh 469
Standard Practice in Utility Advertising 6

ALWYN-SCHMIDT, L. W.—
Better Business Ahead 140
Business Conditions Are Normal 370
Business Outlook Is Favorable 238
Business Outlook Optimistic 477
A Market of Changing Moods 546
New Year Holds Good Promise 49

AS THE JOURNAL VIEWS IT—
Asphyxiation with Gas 143
The Catechism 271
The Cheapest Gas of All 123
The Coming Annual Convention 143
Customers' Owwnership 593
Educating the Gas Employee 345
A Franchise Refused and Reconsidered 505
A Gas Company Fails 73
The Gas Company to the Rescue 461
The Gas Holder 437
Gas in the Future 245
The Gas Man in Public Affairs 529
The Harpy's Call, Municipal Ownership.. 223
House Heating Business 551
House Heating with Gas 33-73
The Human Factor 57
Industrial Business for the Small Gas Company 169
The Industrial Survey 483
Lighting by Gas 389
A Merchandising Service 123
The Merchandising Standard 201
Municipal Ownership 573
Nationalization of Public Utilities 103
Practical Co-operation 317
A Real Service 9
Salesmanship 317
Selling Industrial Gas 413
The Service Charge 293
The Soft Coal Situation 271
Three-part Rate in New York State .. 369

AMERICAN GAS ASSOCIATION—
Gas Men Must Have Confidence in Their Industry. By Alexander Forward .. 190
Important Resolutions Adopted 604
Rules and Regulations 484
Summer Sales Conference of the American Gas Association 603
Work Outlined for A. G. A. Sections .. 34

ARKWRIGHT, PRESTON S.—
Public Activities of Utility Men 499

ASSOCIATIONS—
Annual Meeting of Commercial Section, Empire State Gas & Electric Association 606
Eastern States Gas Conference—Penn. and New Jersey Gas Associations Hold Joint Meeting 359
Empire State Gas Men Hold Annual Meeting 256
Gas Sales Association of N. E., April Meeting, Listens to Discourse on Taxes 403
Gas Sales Association of New England Holds Annual Meeting 454
A Greater New England Gas Association. By C. E. Paige 165
Iowa District Gas Association Meets in Sioux City 495
Natural Gas Association Meets in Cleveland 494
New England Gas Engineers Hold Annual Meeting 160
Pacific Coast Gas Men Meet in the Northwest 517
Southern Association Holds Most Successful Meeting 424
Southwestern Public Service Association Meets in Twentieth Convention ... 495
Wisconsin Gas Men Meet—Many Interesting Papers Are Read 403

B

BAUER, EDWARD H.—
Backrun Apparatus at the Worcester Gas Light Company 177

BERCHTOLD, E. W.—
Gas Boiler Makes Speed of 4,200 Miles an Hour 47

BIXLER, GEORGE W.—
Making Partners of Customers in Colorado 307

BLANCHARD, FRANK LE ROY—
Service Satisfactory to Customers 430

BULLARD, J. E.—
Coming Gas Competition 589
Don't Sell Too Small Water Heaters 130

BUNNELL, STERLING H.—
Recovering Coke from Ashes 545

BY-PRODUCTS—
Making Prussian Blue Direct from Coal Gas 523

C

CATECHISM OF CENTRAL STATION GAS ENGINEERING IN THE UNITED STATES (installment every week).

CAULEY, FRANK F.—
What We Are Doing in Illinois to Promote Industrial Gas Sales 309

CECIL, W. E.—
Making Gas Merchandise Sell 53

CHRISTMAN, H. S.—
How Gas Serves in Manufacture of Metallic Packing 181

COHN, JAMES W.—
Selecting the Best Fuel for Commercial Cooking 289

COKE—
Cokeisms 102
Recovering Coke from Ashes. By Sterling H. Bunnell 545

COONEY, EDWARD J.—
Gas in the Year 2000 288
Wanted—An Invention 235

CURRENT MARKET PRICES—
182, 214, 231, 260, 280, 302, 327, 358, 379, 402, 422, 449, 472, 516, 538, 561, 583, 605

CROWELL, J. K.—
The Use of Labor Saving Machines in the Gas Industry 501

COAL—
Determining the "Combustion Power" of Coal. By Maurice Nicloux 137
Estimated U. S. Production of Bituminous Coal 48
Gas from Non-Coking Coal 17
Gas from Non-Coking Soft Coal 176
Use of Soft Coal in Water Gas Machines 511

D

DECLEVE, ACHILLE—
Making Prussian Blue Direct from Coal Gas 523

DENCH, ERNEST A.—
Easter Gift Displays of Gas Appliances .. 341

DILLON, J. B.—
Between Ourselves 412
The Matter of Profit and Loss 366
The Message of the New Year 16
Selling Merchandise in Off Seasons .. 195

DISTRIBUTION—
Internal Corrosion of Gas Holders 263
Standardizing Cast Iron Pipe 470
The Use of Labor Saving Machines in the Gas Industry. By J. K. Crowell 501
Use of Standard Meters Advocated. By Walton Forstall 5
Water Gas Holder Makes Its Appearance in U. S. 388

E

EDUCATION—
First Chair of Gas Engineering in America Established by Southern Gas Association 450
Gas Course at Columbia 497
Third Year of Industrial Gas Class in M. I. T. 498

EVES, PHILMER—
How a Home Economics Department Is Run 363

EXHIBITS—
Gas Company's Fine Display at Food Show 512

F

FARRINGTON, FRANK—
Greater Men Than You 378
Pushing Gas Heater Sales 313
Who Sells the Gas Ranges? 570

FAULHABER, FRANK V.—
New Residents Good Prospects for Gas Appliances 79

FINANCIAL—
Invest $3,500,,000 Daily in Utilities 604
A Map That Sold a Company to City and Stockholders 448
Public Ownership and Investment Control of Public Utilities. By John A. Laing 236
Public Utilities Lead All Other Industries in New Financing 471
Utility Bonds Enjoy High Standing ... 168

FORSTALL, WALTON—
Use of Standard Meters Advocated 5

FORWARD, ALEXANDER—
A Few of the High Spots of Outstanding Importance 457
Gas Men Must Have Confidence in Their Industry 190

FUEL—
Coming Gas Competition. By J. E. Bullard 589
A Fuel Program 593

FUEL OF THE FUTURE, THE—WHAT SHALL IT BE?—
VII—House Heating with Gas—The Economic Phase. By Ismar Ginsberg .. 27
VIII—House Heating—The Systems Used in House Heating Practice. By Ismar Ginsberg 187
IX—House Heating—The Development of the General Formula and the Part Played by Ventilation. By Ismar Ginsberg 333
X—Calculation of the Fuel Required to Heat a House. By Ismar Ginsberg 427
XI—House Heating—Conversion of Furnaces and the Physiological Aspect of House Heating. By Ismar Ginsberg 565

G

GAS WRINKLES—
Apparatus for Testing Meters for Leaks 294
Augur for Boring Under Highways 318
Apparatus for Testing Specific Heat of Brick. By F. T. Creighton 246
Blower for Purging Valve and Regulator Vaults 318
Coal Gas Oil Booster 144
Device for Putting Shavings in Purifiers 74
Galvanized Welded Joints in Pipe Lines 346
Gas Trap for Remote Automatic Control to Gas Burners 224
Hoffman Inlet for Gas Holder 124
Iron Grinding Plate for Grinding Glass Meter Valves 58
Lubricating Pressure Governors 104
Mandril for Straightening and Stretching Lead Bound Gaskets, Such as Used in Dresser and Similar Couplings .. 104
Method of Cleaning Regulator Parts .. 438
Method of Closing the End of Large Size Steel Pipe 202
Method of Increasing and Decreasing Pressure Gradually by Means of Station Regulators 39
Method of Repairing Service Connection in Cast Iron Pipe 246
Pipe Tunneler 104
Portable Map of Distribution Mains .. 438
Portable Pressure Gauge 124
Portable Pressure Gauge to Be Used Instead of Glass Water Column .. 170
Purifier Trays 39
Rack for Iron Case Meters Undergoing Repairs 225
Regulator Holder 144
Regulator Tester 14
Remote Pressure Control for District Regulators 170
Removing Tar from Hydraulic Main ... 390
Repairing Steel Purifier Box Covers ... 14
Sprout for Pouring Pipe Coating 74
Stack Valve for Bench Chimneys 438
Tapping Large Gas Mains Under Heavy Pressure. By M. R. Thompson ... 272
Truck for Pulling Bars 530
Water Circulation in Gas Holders 58
Lime for Thawing in Winter Street Work 530

GEIGER, CHARLES W.—
The Ideals of Service and Loyalty 19

GINSBERG, ISMAR—
The Fuel of the Future—What Shall It Be? No. VII 27
The Fuel of the Future—What Shall It Be? No. VIII 187
The Fuel of the Future—What Shall It Be? No. IX 333
The Fuel of the Future—What Shall It Be? No. X 427
The Fuel of the Future—What Shall It Be? No. XI 565

A

ACCOUNTING—
Bookkeeping Without Books. By George F. Myers 478
Continuous Inventory of Fixed Capital. By A. J. Smith 241
The Service Charge—An Itemized Bill .. 265
Uniform Classification of Accounts for Gas Corporations. By H. W. Hartman 192

ADVERTISING—
Advertising as an Aid to Selling Gas. By John Paul Lucas 490
Cooperation in Advertising Planned 515
A Few Phrases for the Ad. Man 412
Pushing Business with a Laugh 469
Standard Practice in Utility Advertising 6

ALWYN-SCHMIDT, L. W.—
Better Business Ahead 140
Business Conditions Are Normal 370
Business Outlook Is Favorable 238
Business Outlook Optimistic 477
A Market of Changing Moods 546
New Year Holds Good Promise 49

AS THE JOURNAL VIEWS IT—
Asphyxiation with Gas 143
The Catechism 271
The Cheapest Gas of All 123
The Coming Annual Convention 143
Customers' Owwnership 593
Educating the Gas Employee 345
A Franchise Refused and Reconsidered 505
A Gas Company Fails 73
The Gas Company to the Rescue 461
The Gas Holder 437
Gas in the Future 245
The Gas Man in Public Affairs 529
The Harpy's Call, Municipal Ownership.. 223
House Heating Business 551
House Heating with Gas 33-73
The Human Factor 57
Industrial Business for the Small Gas Company 169
The Industrial Survey 483
Lighting by Gas 389
A Merchandising Service 123
The Merchandising Standard 201
Municipal Ownership 573
Nationalization of Public Utilities 103
Practical Co-operation 317
A Real Service 9
Salesmanship 317
Selling Industrial Gas 413
The Service Charge 293
The Soft Coal Situation 271
Three-part Rate in New York State .. 369

AMERICAN GAS ASSOCIATION—
Gas Men Must Have Confidence in Their Industry. By Alexander Forward .. 190
Important Resolutions Adopted 604
Rules and Regulations 484
Summer Sales Conference of the American Gas Association 603
Work Outlined for A. G. A. Sections .. 34

ARKWRIGHT, PRESTON S.—
Public Activities of Utility Men 499

ASSOCIATIONS—
Annual Meeting of Commercial Section, Empire State Gas & Electric Association 606
Eastern States Gas Conference—Penn. and New Jersey Gas Associations Hold Joint Meeting 359
Empire State Gas Men Hold Annual Meeting 256
Gas Sales Association of N. E., April Meeting, Listens to Discourse on Taxes 403
Gas Sales Association of New England Holds Annual Meeting 454
A Greater New England Gas Association. By C. E. Paige 165
Iowa District Gas Association Meets in Sioux City 495
Natural Gas Association Meets in Cleveland 494
New England Gas Engineers Hold Annual Meeting 160
Pacific Coast Gas Men Meet in the Northwest 517
Southern Association Holds Most Successful Meeting 424
Southwestern Public Service Association Meets in Twentieth Convention ... 495
Wisconsin Gas Men Meet—Many Interesting Papers Are Read 403

B

BAUER, EDWARD H.—
Backrun Apparatus at the Worcester Gas Light Company 177

BERCHTOLD, E. W.—
Gas Boiler Makes Speed of 4,200 Miles an Hour 47

BIXLER, GEORGE W.—
Making Partners of Customers in Colorado 307

BLANCHARD, FRANK LE ROY—
Service Satisfactory to Customers 430

BULLARD, J. E.—
Coming Gas Competition 589
Don't Sell Too Small Water Heaters 130

BUNNELL, STERLING H.—
Recovering Coke from Ashes 545

BY-PRODUCTS—
Making Prussian Blue Direct from Coal Gas 523

C

CATECHISM OF CENTRAL STATION GAS ENGINEERING IN THE UNITED STATES (installment every week).

CAULEY, FRANK F.—
What We Are Doing in Illinois to Promote Industrial Gas Sales 309

CECIL, W. E.—
Making Gas Merchandise Sell 53

CHRISTMAN, H. S.—
How Gas Serves in Manufacture of Metallic Packing 181

COHN, JAMES W.—
Selecting the Best Fuel for Commercial Cooking 289

COKE—
Cokeisms 102
Recovering Coke from Ashes. By Sterling H. Bunnell 545

COONEY, EDWARD J.—
Gas in the Year 2000 288
Wanted—An Invention 235

CURRENT MARKET PRICES—
182, 214, 231, 260, 280, 302, 327, 358, 379, 402, 422, 449, 472, 516, 538, 561, 583, 605

CROWELL, J. K.—
The Use of Labor Saving Machines in the Gas Industry 501

COAL—
Determining the "Combustion Power" of Coal. By Maurice Nicloux 137
Estimated U. S. Production of Bituminous Coal 48
Gas from Non-Coking Coal 17
Gas from Non-Coking Soft Coal 176
Use of Soft Coal in Water Gas Machines 511

D

DECLEVE, ACHILLE—
Making Prussian Blue Direct from Coal Gas 523

DENCH, ERNEST A.—
Easter Gift Displays of Gas Appliances .. 341

DILLON, J. B.—
Between Ourselves 412
The Matter of Profit and Loss 366
The Message of the New Year 16
Selling Merchandise in Off Seasons .. 195

DISTRIBUTION—
Internal Corrosion of Gas Holders 263
Standardizing Cast Iron Pipe 470
The Use of Labor Saving Machines in the Gas Industry. By J. K. Crowell 501
Use of Standard Meters Advocated. By Walton Forstall 5
Water Gas Holder Makes Its Appearance in U. S. 388

E

EDUCATION—
First Chair of Gas Engineering in America Established by Southern Gas Association 450
Gas Course at Columbia 497
Third Year of Industrial Gas Class in M. I. T. 498

EVES, PHILMER—
How a Home Economics Department Is Run 363

EXHIBITS—
Gas Company's Fine Display at Food Show 512

F

FARRINGTON, FRANK—
Greater Men Than You 378
Pushing Gas Heater Sales 313
Who Sells the Gas Ranges? 570

FAULHABER, FRANK V.—
New Residents Good Prospects for Gas Appliances 79

FINANCIAL—
Invest $3,500,,000 Daily in Utilities 604
A Map That Sold a Company to City and Stockholders 448
Public Ownership and Investment Control of Public Utilities. By John A. Laing 236
Public Utilities Lead All Other Industries in New Financing 471
Utility Bonds Enjoy High Standing ... 168

FORSTALL, WALTON—
Use of Standard Meters Advocated 5

FORWARD, ALEXANDER—
A Few of the High Spots of Outstanding Importance 457
Gas Men Must Have Confidence in Their Industry 190

FUEL—
Coming Gas Competition. By J. E. Bullard 589
A Fuel Program 593

FUEL OF THE FUTURE, THE—WHAT SHALL IT BE?—
VII—House Heating with Gas—The Economic Phase. By Ismar Ginsberg .. 27
VIII—House Heating—The Systems Used in House Heating Practice. By Ismar Ginsberg 187
IX—House Heating—The Development of the General Formula and the Part Played by Ventilation. By Ismar Ginsberg 333
X—Calculation of the Fuel Required to Heat a House. By Ismar Ginsberg 427
XI—House Heating—Conversion of Furnaces and the Physiological Aspect of House Heating. By Ismar Ginsberg 565

G

GAS WRINKLES—
Apparatus for Testing Meters for Leaks 294
Augur for Boring Under Highways 318
Apparatus for Testing Specific Heat of Brick. By F. T. Creighton 246
Blower for Purging Valve and Regulator Vaults 318
Coal Gas Oil Booster 144
Device for Putting Shavings in Purifiers 74
Galvanized Welded Joints in Pipe Lines 346
Gas Trap for Remote Automatic Control to Gas Burners 224
Hoffman Inlet for Gas Holder 124
Iron Grinding Plate for Grinding Glass Meter Valves 58
Lubricating Pressure Governors 104
Mandril for Straightening and Stretching Lead Bound Gaskets, Such as Used in Dresser and Similar Couplings .. 104
Method of Cleaning Regulator Parts .. 438
Method of Closing the End of Large Size Steel Pipe 202
Method of Increasing and Decreasing Pressure Gradually by Means of Station Regulators 39
Method of Repairing Service Connection in Cast Iron Pipe 246
Pipe Tunneler 104
Portable Map of Distribution Mains .. 438
Portable Pressure Gauge 124
Portable Pressure Gauge to Be Used Instead of Glass Water Column .. 170
Purifier Trays 39
Rack for Iron Case Meters Undergoing Repairs 225
Regulator Holder 144
Regulator Tester 14
Remote Pressure Control for District Regulators 170
Removing Tar from Hydraulic Main ... 390
Repairing Steel Purifier Box Covers ... 14
Sprout for Pouring Pipe Coating 74
Stack Valve for Bench Chimneys 438
Tapping Large Gas Mains Under Heavy Pressure. By M. R. Thompson ... 272
Truck for Pulling Bars 530
Water Circulation in Gas Holders 58
Lime for Thawing in Winter Street Work 530

GEIGER, CHARLES W.—
The Ideals of Service and Loyalty 19

GINSBERG, ISMAR—
The Fuel of the Future—What Shall It Be? No. VII 27
The Fuel of the Future—What Shall It Be? No. VIII 187
The Fuel of the Future—What Shall It Be? No. IX 333
The Fuel of the Future—What Shall It Be? No. X 427
The Fuel of the Future—What Shall It Be? No. XI 565

Chem-Eng.
Wash

GOOD-WILL BUILDING—
Better Public Service. By Herbert A. Wagner ... 3
Making Partners of Customers in Colorado ... 307
GREBEL, A.—
Analyzing Gas for Carbon Monoxide ... 384
GREENLEAF, A. B.—
The Art of Selling Industrial Gas ... 407

H

HARRIS, H. H.—
Saving Money in Our Boiler Rooms .. 96
HARTMAN, H. W.—
Uniform Classification of Accounts for Gas Corporations ... 192
HARTOG, JOHN H.—
The Value of Beauty ... 240
HERBERT, LESTER G.—
Your Customer Approach and How to Strengthen It ... 434
Selling the Biggest Thing in the World 312
Thoroughness ... 579
HOLBROOK, DON—
The Home Rule Bill and Municipal Ownership ... 6
The Legislature Again on the Rampage 218

I

INDUSTRIAL—
Art of Selling Industrial Gas. By A. B. Greenleaf ... 407
Conditioning Textiles with Gas. By J. E. Springer ... 543
Cork Used on Floors Baked in Big Gas Oven ... 32
Fuel of the Future—What Shall It Be?
No. VII ... 27
No. VIII ... 187
No. IX ... 333
No. X ... 427
No. XI ... 565
Gas Boiler Makes Speed of 4,200 Miles an Hour. By E. W. Berchtold ... 47
Gas Fired Conveyor Type Pretzel Baking Oven ... 251
Gas Used Extensively in Experimental Laboratory of Paraffine Companies, Inc. ... 10
House Heating Business ... 521
How Gas Serves in Manufacture of Metallic Packing. By H. S. Christman 181
Increasing Industrial Gas Sales. By Henry O. Loebell ... 90
Industrial Business for the Small Gas Company. By L. P. Leinroth ... 239
Industry's Adoption of Gas for All Heat Processes Spreading ... 325
Insulate Cobweb Wires. By Gas Heat .. 337
Making Prepared Roofing. By William Reach, Jr. ... 270
Standardization of Industrial Products Making Headway. By A. W. Whitney ... 159
The Unit Hot Air Heater. By H. De Witt Valentine ... 479
Wanted—An Invention. By Edward J. Cooney ... 235
What We Are Doing in Illinois to Promote Industrial Gas Sales. By Frank F. Cauley ... 309
INDUSTRIAL GAS LESSONS—
No. I—The Laws and Principles of Heat 7
No. II—How Heat Is Produced and the Changes Effected by It ... 31
No. III—How Heat Is Produced and the Changes Effected by It ... 55
No. IV—The Effects of Heat ... 71
No. V—The Measurement of Temperature 101
No. VI—The Measurement of Temperature ... 121
No. VII—The Mercury Thermometer and the Degree Fahrenheit ... 141
No. VIII—The Centigrade Scale ... 167
No. IX—Temperature Scale Conversion 199
No. X—Absolute Temperature ... 221
No. XI—Measurement of High Temperatures ... 243
No. XII—Measurement of High Temperatures ... 269
No. XIII—Measurement of High Temperatures ... 291
No. XIV—The Transmission of Heat .. 315
No. XV—The Transmission of Heat .. 343
No. XVI—Calculation of Heat Conduction ... 367
No. XVII—Convection of Heat ... 387
No. XVIII—Convection of Heat ... 411
No. XIX—Radiation of Heat ... 435
No. XX—The Ether ... 455
No. XXI—Wave Motion ... 481
No. XXII—Ether Waves ... 503
No. XXIII—The Radiation of Heat 527
No. XXIV—The Radiation of Heat ... 549
No. XXV—The Radiation of Heat 571
No. XXVI—Calculation of Radiation and Convection Heat Losses ... 591

J

JACKSON—CARL D.—
The Service Charge—An Itemized Bill. 265
JOHNSON, E. B., AND F. H. RHODES—
Electrolytic Corrosion in a Water Gas Holder ... 557
JOHNSTON, E. DWIGHT—
The Rotary High Pressure Blower 216
The Rotary High Pressure Blower and Gas Pump ... 567

L

LAING, JOHN A.—
Public Ownership and Investment Control of Public Utilities ... 236
LEINROTH, L. P.—
Industrial Business for the Small Gas Company ... 239
LEGISLATION—
The Indeterminate Permit for Public Utilities ... 558
The Legislature Again on the Rampage. By Don Holbrook ... 218
The Work of the 1924 Legislature at Albany ... 421
LINDLEY, CALVIN—
Helping the Newspaper to Print Real Gas News ... 69
LOEBELL, HENRY O.—
Increasing Industrial Gas Sales ... 90
LUCAS, JOHN PAUL—
Advertising as an Aid to Selling Gas .. 490

M

MATLACK, WILLIAM H.—
A Few Merchandising Hints ... 129
Here and There in Selling ... 569
How About It? Does Your Sales Force Create a Friendly Impression? ... 432
How About New Homes? ... 20
How Are They Introduced? ... 524
Ideas for the Window Trimmer ... 219
Ideas of Interest to Those Who Sell ... 268, 398
Raising the Sales Valley ... 468
What Is Back of It? ... 81
MURDOCK, W. J.—
Operating Experiences and Results Obtained with Use of Bituminous Coal as Generator Fuel in Eleven Foot Sets ... 338
MYERS, GEORGE F.—
Bookkeeping Without Books ... 478
MANAGEMENT—
Educating Gas Employees. By J. D. Shattuck ... 383
Employee Organizations Engender Spirit of Enthusiasm. By R. E. Polk ... 314
Figuring 30,000 Gas Bills a Day 89
Handling Complaints. By O. C. Vieweg 456
How a Home Economics Department Is Run. By Philmer Eves ... 363
How Best to Pass Information Contained in Gas Journals on to the Employees. By Alan D. Whittaker ... 409
The Ideals of Service and Loyalty. By Charles W. Geiger ... 19
The Public Utility Employee. By A. W. Robertson ... 568
A Unique Application Blank ... 504
MANUFACTURE—
Action of Benzol Wash Oils on Lead. By A. Schneider and E. Jenniger .. 51
Analyzing Gas for Carbon Monoxide. By A. Grebel ... 384
Backrun Apparatus at the Worcester Gas Light Co. ... 177
Catalytic Purification of Gas ... 266
Combined Gas Process ... 255
Conserving the Heat in Coke ... 285
Cyanides from Spent Oxide—A New Method ... 436
The Economy of the Back Run Device 67
Electrolytic Corrosion in a Water Gas Holder. By F. H. Rhodes and E. B. Johnson ... 557
Fuel Gas from Low Grade Materials ... 559
Light Oil Compositions in Carburetted Water Gases—Relation to Operating Practice and Gummy Deposits in Plants and Meters—Plant Data 592
Low Temperature Carbonization ... 316
Making Water Gas from Bituminous Coking Coal. By W. W. Odell .. 117
Oils from Carburetted Water Gas 200
Operating Experiences and Results Obtained with Use of Bituminous Coal as Generator Fuel in Eleven Foot Sets. By W. J. Murdock ... 338
Removal of Sulphuretted Hydrogen from Gas by Lime ... 152
The Rotary High Pressure Blower. By E. Dwight Johnson ... 216
The Rotary High Pressure Blower and Gas Pump. E. Dwight Johnson .. 567
Saving Money in Our Boiler Rooms. By H. H. Harris ... 96
The Tar Industry ... 391
Temperature Conditions in Combustion of Gaseous and Liquid Fuels ... 460
Use of Soft Coal in Water Gas Machines 511
Water Gas by Quenching Coke ... 202
Water Gas Manufacture ... 70
Water Gas Manufacture ... 182
MERCHANDISING—
Advertising as an Aid to ...
The A. G. A. Window Display Club .. 17
The Art of Window Display. By H. Ezmond Smith ... 587
Big Business Awaiting Appliance Dealers Who Go After It. By O. Foerster Schully ... 433
Constructive Gas Merchandising. By C. E. Shaffner ... 267
Don't Sell Too Small Water Heaters .. 130
Easter Gift Displays of Gas Appliances. By Ernest A. Deuch ... 341
Exact Business Knowledge Means More Appliance Business. By Frank H. Williams ... 526
A Few Merchandising Hints. By Wm. H. Matlack ... 129
A Few Rules for Success in Selling Gas Appliances. By Frank H. Williams ... 40
The Gas Company as a Merchandiser. By John J. Quinn ... 166
A Gas Company in Sunny Hawaii. By W. B. Stoddard ... 475
Here and There in Selling. By William H. Matlack ... 569
How About It? Does Your Sales Force Create a Friendly Impression? By Wm. H. Matlack ... 432
How About New Homes? By William H. Matlack ... 20
How Are They Introduced? By William H. Matlack ... 524
How We Developed Our High Rate of Gas Merchandise Sales. By A. H. Sikes ... 397
Ideas for the Window Trimmer. Wm. H. Matlack ... 219
Ideas of Interest to Those Who Sell .. 268
Ideas of Interest to Those Who Sell. By William H. Matlack ... 398
The Kitchen Beautiful ... 399
Little Ideas That Have Made Good. By Harold F. Podhaski ... 547
Making Gas Merchandise Sell. By W. E. Cecil ... 53
The Matter of Profit and Loss ... 366
The Message of the New Year. By J. B. Dillon ... 16
Minister's Wife Writes Winning Essay and Gets Gas Range ... 197
A New Idea in Advertising. By Harold F. Podhaski ... 344
A New Idea in Stimulating Merchandise Sales. By Harold F. Podhaski 241
New Residents Good Prospects for Gas Appliances. By Frank V. Faulhaber 79
A Novel Window Display ... 168
Part Payment Plan Produces Results .. 548
The Premium Idea in Selling Appliances. By Harold F. Podhaski ... 41
Pushing Gas Heater Sales. By Frank Farrington ... 313
Raising the Sales Valley. By William H. Matlack ... 468
A Sales Calendar for 1924 ... 100
Selecting the Best Fuel for Commercial Cooking ... 289
Selling Gas to the Housewife. By P. D. Warren ... 1
Selling the Biggest Thing in the World. By Lester G. Herbert ... 31

Selling Merchandise in Off Seasons. By J. B. Dillon 195
Simplified Practice in Range Boilers to Expansion Tanks 590
A Striking Window Display 325
Striking Window Displays 198
Timely Advertising 229
The Value of Beauty. By John H. Hartog 240
Washington's Birthday Appeal in Gas Appliance Displays. By Ernest A. Dench 149
What About the New Family? 525
What a Woman Told Us 548
What I Have Learned in Twenty Years Selling Gas Appliances. By Frank H. Williams 215
What Is Back of It? By William H. Matlack 81
Who sells the Gas Ranges? By Frank Farrington 570
Your Customer Approach and How to Strengthen It. By Lester G. Herbert 434
Your Window and Color Effects 97
Youthful Appeal Helps Sell Gas Appliances. By Frank H. Williams 489

N

NEWS OF THE GAS INDUSTRY—
44, 63, 83, 110, 133, 153, 184, 206, 232, 281, 328, 359, 380, 403, 423, 450, 473, 517, 539, 562, 606.
NICLOUX, DR. MAURICE—
Determining the "Combustion Power" of Coal 137

O

ODELL, W. W.—
Making Water Gas from Bituminous Coking Coal 117
OWNERSHIP—
Customer Ownership. By H. Hobart Porter 506
Customer Ownership in the Gas Industry 552
The Home Rule Bill and Municipal Ownership. By Don Holbrook ... 6
Public Ownership and Investment Control of Public Utilities 236

P

PAIGE, C. E.—
A Greater New England Gas Association 164
PODHASKI, HAROLD F.—
Little Ideas That Have Made Good ... 547
A New Idea in Advertising 344
A New Idea in Stimulating Merchandise Sales 241
The Premium Idea in Selling Appliances 41
POLK, R. E.—
Employee Organizations Engender Spirit of Enthusiasm 314
New Public Utility Building Will Be a Real Miniature City 420
PORTER, H. HOBART—
Customer Ownership 506
PUBLICITY—
Helping the Newspaper to Print Real Gas News. By Calvin Lindley 69
PUBLIC RELATIONS—
Better Public Service. By Herbert A. Wagner 3
Service Satisfactory to Customers.. By Frank Le Roy Blanchard 430
Public Activities of Utility Men. By Preston S. Arkwright 499
The Public Utility Employee. By A. W. Robertson 568
"This Matter of Public Relations." By G. I. Vincent 365

Q

QUINN, JOHN J.—
The Gas Company as a Merchandiser .. 106

R

RATES—
Annual Report of N. Y. Public Service Commission 120
The Three-part Rate in New York 377
REACH, WILLIAM, JR.—
Making Prepared Roofing 270
READ, BURTON L.—
Gas—A Caged Wizard 311
READIO, JAMES H.—
The Tar Industry 391
RHODES, F. H., AND E. B. JOHNSON—
Electrolytic Corrosion in a Water Gas Holder 557
ROBERTSON, A. W.—
The Public Utility Employee 568

S

SAFETY—
Set of Safety Rules for By-Products Plants 34
SCHNERR, C. A.—
Internal Corrosion of Gas Holders 263
SCHULLY, A. FOERSTER—
Big Business Awaiting Appliance Dealers Who Go After It 433
SELLING GAS TO THE HOUSEWIFE—
By P. D. Warren 1
SHAFFNER, C. E.—
Constructive Gas Merchandising 267
SHATTUCK, J. D.—
Educating Gas Employees 383
SIKES, A. H.—
How We Developed Our High Rate of Gas Merchandise Sales 397
SISSINGH, M. C.—
Conserving the Heat in Coke 285
SMITH, A. J.—
Continuous Inventory of Fixed Capital 242
SPRINGER, J. F.—
Conditioning Textiles with Gas 543
SMITH, H. EZMOND—
The Art of Window Displays 587
STATISTICS—
Gas—A Caged Wizard. By Burton L. Read 311
Twenty Billion Cubic Feet Increase Noted in Use of Manufactured Gas 342
STODDARD, W. B.—
A Gas Company in Sunny Hawaii 476

V

VALENTINE, H. DE WITT—
The Unit Hot Air Heater 479
VALUATION—
Important Decision on Valuation of Utility Property Rendered by Supreme Court of Pennsylvania 506
VIEWEG, O. C.—
Handling Complaints 456
VINCENT, G. I.—
This Matter of Public Relations 365

W

WAGNER, HERBERT A.—
Better Public Service 3
WALLACE, GEORGE A.—
House Heating Business 521
WARREN, P. D.—
Selling Gas to the Housewife 1
WHITNEY, A. W.—
Standardization of Industrial Products Making Headway 159
WHITTAKER, ALAN D.—
How Best to Pass Information Contained in Gas Journal On to the Employees 400
WILLIAMS, FRANK H.—
Exact Business Knowledge Means More Appliance Business 525
A Few Rules for Success in Selling Gas Appliances 40
What I Have Learned in Twenty Years Selling Gas Appliances 215
Youthful Appeal Helps Sell Gas Appliances 489
WINDOW DISPLAYS—
The Art of Window Displays. By Ezmond Smith 587
WYER, SAMUEL S.—
How to Use Gas Correctly 150

Y

YOUNG, P. S.—
A Bright Future for the American Gas Industry 95